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METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448

## OCTOBER 1985 SALES FOR COMMERCIAL HEAT TREATERS OFF 0.3% FROM OCTOBER 1984 TOTAL

October 1985 billings amounted to $42.9 million, down slightly from October 1984's total of $43.1 million.

For the period of January to October 1985, the Metal Treating Industry is up 5.3% from its 1984 performance. The 1985 total is $408.2 million compared to $387.8 million in 1984.

Only two districts experienced a decline in October from the same month in the previous year. But these two districts represent nearly one quarter (23.7%) of the industry's sales.

A summary of percentage change by geographic regions follows:

| | District | Oct 85 vs. Oct 84 | Total 1985 vs. 1984 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | 13.3 | 14.7 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 3.9 | 6.1 |
| 3 | South Central (W.PA-OH-IN-KY) | 4.6 | 5.7 |
| 4 | Michigan | 1.0 | 8.1 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 1.5 | -0.9 |
| 6 | North Central (IL-WI-MN-MO-IA) | -12.9 | -7.1 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 3.0 | 11.7 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | -11.7 | 8.3 |
| 9 | Canada | 7.2 | 15.9 |

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1985

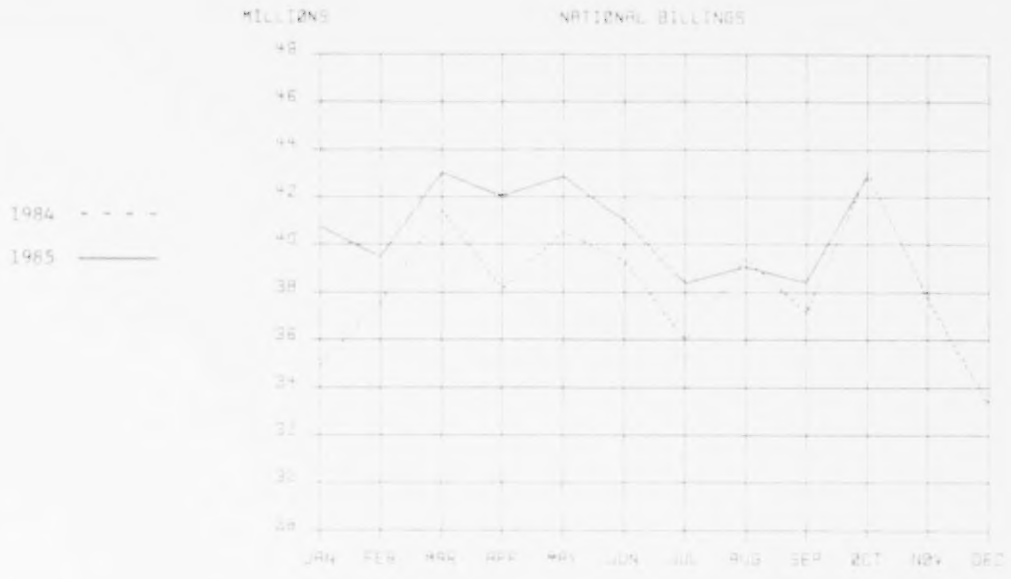
BILLINGS FOR MONTH

| | Total Members[1] | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1984 | 1985 | % | 1984 | 1985 |
| Total | 300 | 43076.1 | 42941.1 | - 0.3 | 100.0 | 100.0 |
| Dist. 1 | 17 | 2838.5 | 3215.7 | 13.3 | 6.6 | 7.5 |
| Dist. 2 | 39 | 5029.2 | 5226.3 | 3.9 | 11.7 | 12.2 |
| Dist. 3 | 59 | 7391.1 | 7732.8 | 4.6 | 17.2 | 18.0 |
| Dist. 4 | 30 | 6603.0 | 6666.6 | 1.0 | 15.3 | 15.5 |
| Dist. 5 | 23 | 1733.6 | 1760.2 | 1.5 | 4.0 | 4.1 |
| Dist. 6 | 46 | 8355.0 | 7278.5 | -12.9 | 19.4 | 16.9 |
| Dist. 7 | 28 | 5836.3 | 6014.2 | 3.0 | 13.5 | 14.0 |
| Dist. 8 | 27 | 3295.3 | 2908.5 | -11.7 | 7.6 | 6.8 |
| Dist. 9 | 9 | 1994.2 | 2138.3 | 7.2 | 4.6 | 5.0 |
| Foreign | 22 | | | | | |

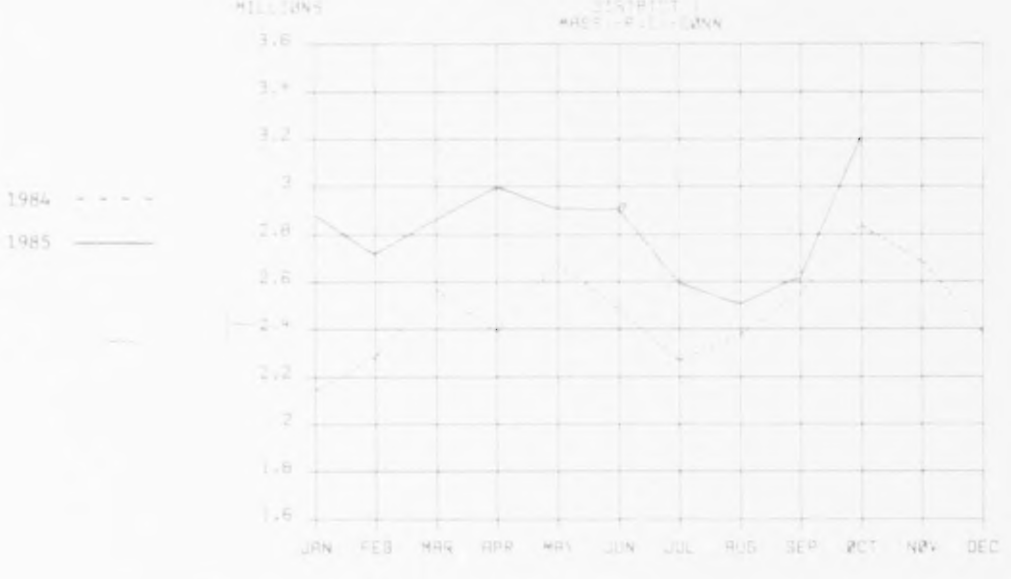
BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1984 | 1985 | % | 1984 | 1985 |
| Total | 387756.1 | 408186.9 | 5.3 | 100.0 | 100.0 |
| Dist. 1 | 24600.1 | 28224.2 | 14.7 | 6.3 | 6.9 |
| Dist. 2 | 44615.9 | 47327.5 | 6.1 | 11.5 | 11.6 |
| Dist. 3 | 67994.4 | 71884.8 | 5.7 | 17.5 | 17.6 |
| Dist. 4 | 59410.9 | 64221.8 | 8.1 | 15.3 | 15.7 |
| Dist. 5 | 17072.9 | 16911.0 | - 0.9 | 4.4 | 4.1 |
| Dist. 6 | 77562.8 | 72056.1 | - 7.1 | 20.0 | 17.7 |
| Dist. 7 | 51996.8 | 58092.8 | 11.7 | 13.4 | 14.2 |
| Dist. 8 | 27696.8 | 29993.1 | 8.3 | 7.1 | 7.3 |
| Dist. 9 | 16805.5 | 19475.6 | 15.9 | 4.3 | 4.8 |

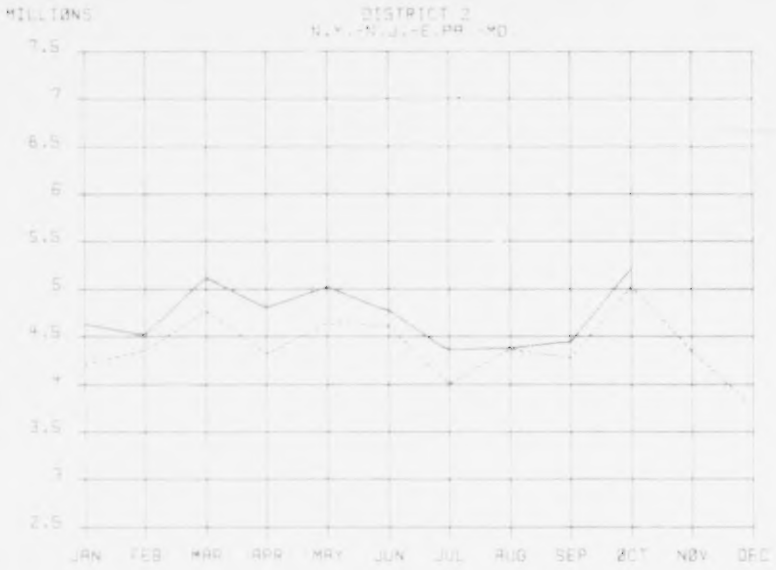
[1] Total MTI membership including firms that do not participate in monthly analysis.




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 16.9 | 4.9 | 3.9 | 10.3 | 5.7 | 4.3 | 6.5 | -0.9 | 3.5 | -0.3 | | |
| % Change | Cumulative | 16.9 | 10.7 | 8.2 | 8.7 | 8.1 | 7.4 | 7.3 | 6.3 | 6.0 | 5.3 | | |



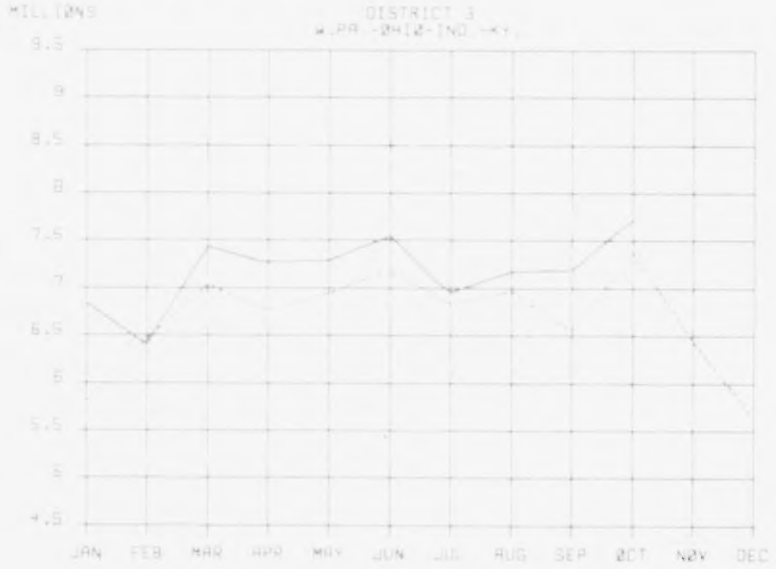

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 34.5 | 18.9 | 11.6 | 25.4 | 8.4 | 16.8 | 14.5 | 5.5 | 2.5 | 13.3 | | |
| % Change | Cumulative | 34.5 | 26.5 | 21.0 | 22.1 | 19.1 | 18.7 | 18.1 | 16.6 | 14.9 | 14.7 | | |




1984 - - - -

1985 ———

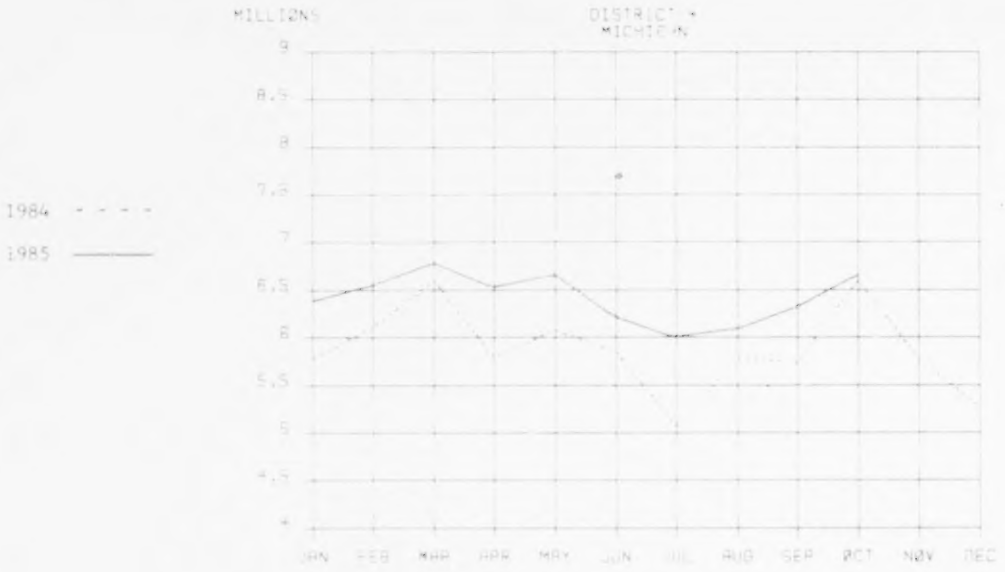
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 9.9 | 3.9 | 7.3 | 11.2 | 8.2 | 3.6 | 9.1 | 0.3 | 3.9 | 3.9 | | |
| % Change | Cumulative | 9.9 | 6.9 | 7.0 | 8.1 | 8.1 | 7.3 | 7.6 | 6.6 | 6.4 | 6.1 | | |



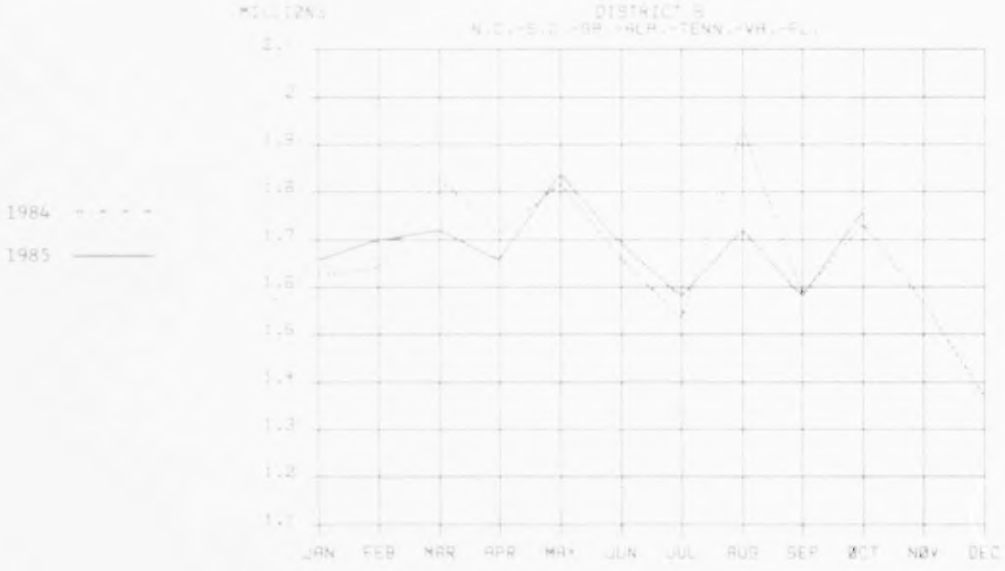

1984 - - - -

1985 ———

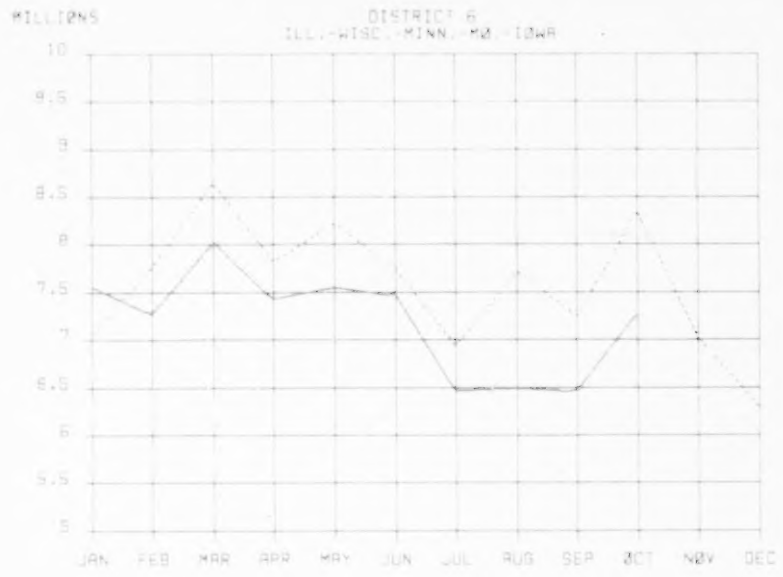
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 18.0 | -1.0 | 5.6 | 7.7 | 4.9 | 4.9 | 1.7 | 2.9 | 9.8 | 4.6 | | |
| % Change | Cumulative | 18.0 | 8.0 | 7.1 | 7.3 | 6.8 | 6.4 | 5.7 | 5.4 | 5.9 | 5.7 | | |



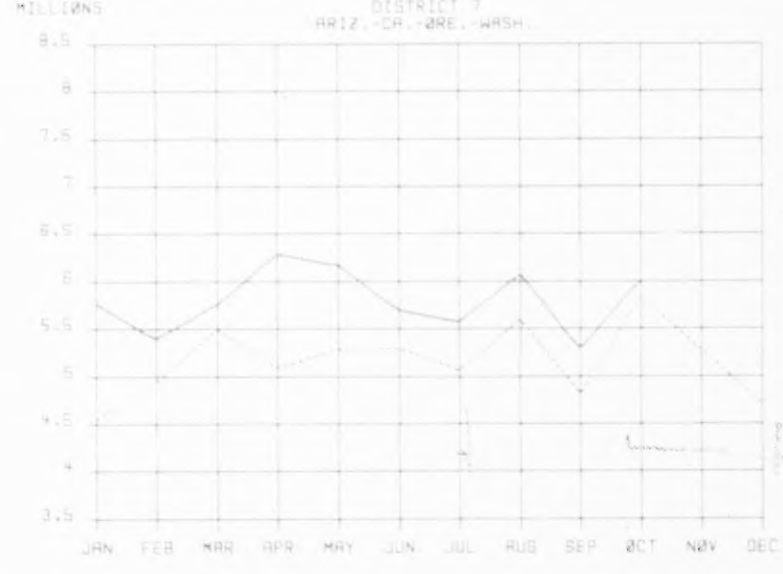

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 10.5 | 7.2 | 2.8 | 12.9 | 9.5 | 6.1 | 18.6 | 5.3 | 10.2 | 1.0 | | |
| % Change | Cumulative | 10.5 | 8.8 | 6.7 | 8.1 | 8.4 | 8.0 | 9.3 | 8.8 | 9.0 | 8.1 | | |



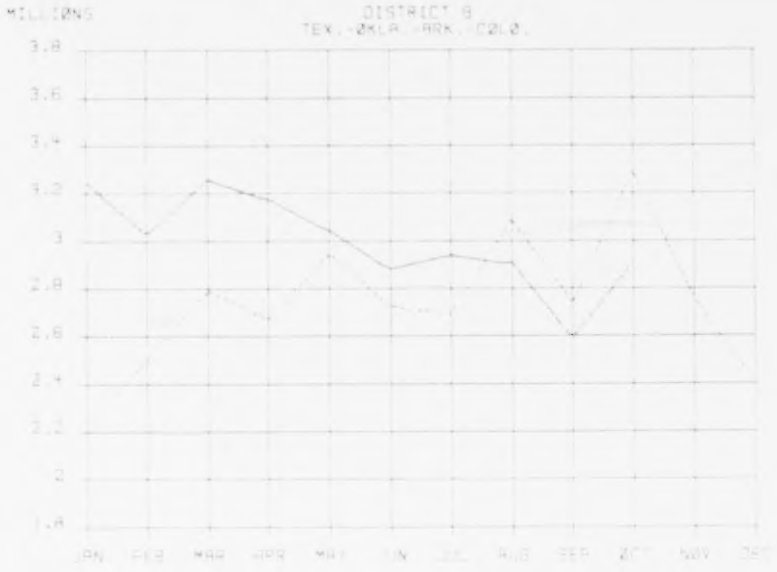

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.1 | 3.4 | -5.9 | -3.2 | 1.2 | 1.9 | 3.1 | -11.1 | -0.2 | 1.5 | | |
| % Change | Cumulative | 2.1 | 2.8 | -0.3 | -1.0 | -0.6 | -0.2 | 0.2 | - 1.3 | -1.2 | -0.9 | | |



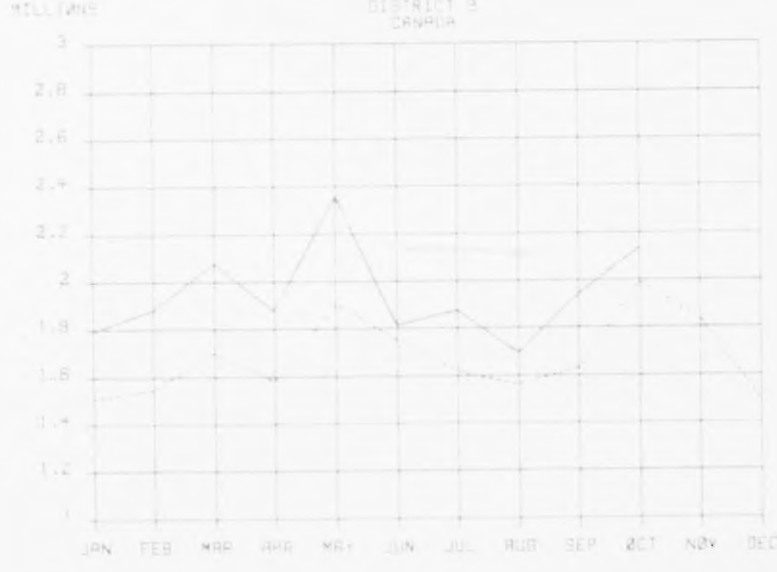

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 7.3 | -6.4 | -7.2 | -4.9 | -8.2 | -3.4 | -6.8 | -15.9 | -10.8 | -12.9 | | |
| % Change | Cumulative | 7.3 | 0.1 | -2.6 | -3.2 | -4.2 | -4.1 | -4.5 | - 5.9 | - 6.4 | - 7.1 | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 27.1 | 9.2 | 4.9 | 23.6 | 16.8 | 7.6 | 10.1 | 8.6 | 9.9 | 3.0 | | |
| % Change | Cumulative | 27.1 | 17.8 | 13.0 | 15.7 | 16.0 | 14.5 | 13.9 | 13.2 | 12.8 | 11.7 | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 45.2 | 21.2 | 16.7 | 18.9 | 3.3 | 5.8 | 9.1 | -5.9 | -5.4 | -11.7 | | |
| % Change | Cumulative | 45.2 | 32.5 | 26.6 | 24.6 | 19.8 | 17.4 | 16.2 | 13.1 | 11.0 | 8.3 | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 19.1 | 21.9 | 22.1 | 19.0 | 23.8 | 3.6 | 15.9 | 8.8 | 18.9 | 7.2 | | |
| % Change | Cumulative | 19.1 | 20.5 | 21.1 | 20.6 | 21.3 | 18.2 | 17.9 | 16.8 | 17.1 | 15.9 | | |